



AI Integrations®

Business Plan

Property of: AIIntegrations®

Our Mission

Democratizing AI by bringing institutional-level AI to SMBs.

Our Vision

AI Integrations® is the trusted partner for small & medium size businesses looking to integrate AI in order to acquire more customers, increase efficiency, and boost profit margins.

Our Opportunity

Businesses are getting left behind as we undergo the most important technological advance since the Industrial Age. AiVA™, solves this problem by making AI accessible through a custom client facing AI system designed to automate customer service. Along with AiVA™, we offer custom AI development tailored for SMBs, this acts as paid R&D while boosting short term cashflow and credibility.

The AI Accessibility Gap for SMBs

Small and Medium-sized Businesses (SMBs) are the bedrock of the U.S. economy, with approximately 33 Million such businesses (U.S. SBA). However, they face a critical juncture: the pressure to adopt AI. As Jensen Huang famously stated "You're not going to lose your job to AI you're going to lose it to someone using AI" the same holds true for SMB's. SMB's will not lose their business to AI they will lose their business to other businesses using AI.

SMBs are ultimately caught between inadequate/complicated off-the-shelf tools, and out-of-reach enterprise solutions, leaving a substantial market segment underserved. This mirrors the situation in our initial international focus market, the GCC (UAE & Saudi Arabia), which hosts approximately 1.5MM SMBs facing similar challenges.

The global conversational AI market itself is projected for robust growth (**23.7% CAGR** through 2030, Grand View Research-2024), further underscoring the tailwinds for our offerings.

Achievements & Traction (July 2025)

- **Advanced Pipeline:** \$80,000 in contract value with an estimated \$28,000 Gross Profit (~36%)
- **Current Customers:** We have live paying users and have had the majority of our subscribers for over a year.
- **Recent Lead Generation:** Secured 5-7 sales-qualified leads, and 2-3 affiliates from the Business Show Miami (May 2025).
- **Featured in [USA Today's "Leading AI Companies to Watch"](#) - February 2025**

Capital Ask

Seeking the remaining \$1.35 MM of a \$1.5 MM SAFE Seed Round at a \$15 million post-money valuation cap. A \$150k tranche of this SAFE (representing 10% of the target raise at the cap, equating to 1% of the company) closed in May 2025.

Operating Snapshot (July 2025)

- **Founder Capital Invested:** \$48,700
- **External Capital Raised:** \$150,000
- **Cash on Hand:** ~\$73,000
- **Non-Monetary Assets:** Over half a million lines of proprietary code (AiVA ecosystem), registered trademark for "AI Integrations" Registered Delaware C-Corporation
- **Current Net Burn:** Approximately \$40,000 per month.
- **Marketing budget:** 30% of MRR, (50% of the total raise will be used for marketing).
- **Projected Runway:** Upon closing the full \$1.5M SAFE, the projected runway is approximately 12 months, assuming no revenue, due to heavy investment (\$750,000) into marketing. The projected revenue is anticipated to extend this runway into full operational cashflow positivity.

The AI Integrations® Team

Spencer Thomson: (Founder & CEO)

Spencer is an AI and Cybersecurity expert, raised as a technologist and entrepreneur. Spencer first utilized AI/ML in business over a decade ago, leveraging millions of data points and predictive algorithms to automate wholesale vehicle valuation at the world's largest automotive auctions. With over 5 years of hands-on AI experience, having gained status as a verified OpenAI GPT developer and achieving a Google Cybersecurity Certificate, Spencer has the knowledge, dedication, and experience to lead AI Integrations® on our mission to democratize AI.

Benjamin Kowal: (CMO)

Ben is a world class marketing and AI expert with 20 years experience running some of the world's largest marketing campaigns on behalf of Fortune 5 companies. Ben will spearhead the AI Integrations® global journey to market.

Shawn Munir: (Senior AI Engineer)

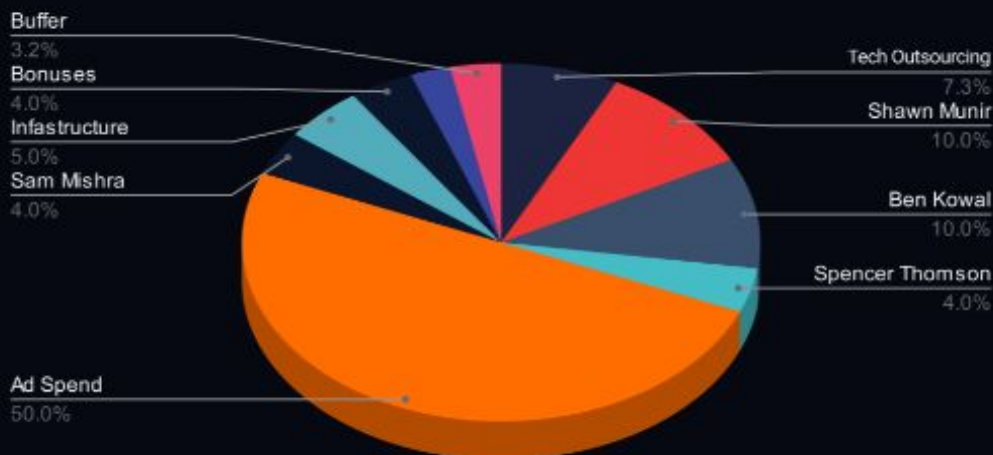
Shawn has 12 years of leading data analytics experience and brings his expertise to help AI Integrations® build valuable AI systems. Shawn's experience includes leveraging GenAI, LLMs, and prompt engineering to refine workforce sentiment models, improving contextual accuracy, explainability, and AI-driven insights.

Additional Team Members:

AI Integrations® is supported by a robust network of advisors and contractors. We have a cybersecurity advisor with over 2 decades of experience running a successful cybersecurity business, as well as a communications advisor with experience working for the UN as well as fortune 500 companies. This is complemented by a network of high end full stack developers and UI/UX designers we have meticulously vetted.

Seed Capital Deployment

Funding Allocation

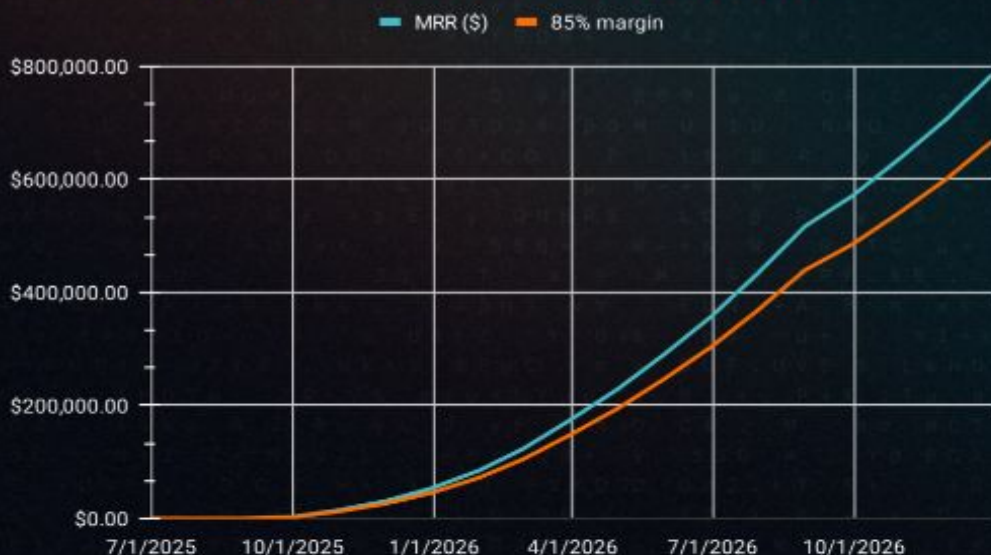


Next 18 Months — Execution Road-Map

- **Q3 2025 (June – September)**
 - **Launch Targets**
 - Ship AiVA™ V1 web dashboard app in July.
 - Release native iOS / Android dashboard apps in late Q3.
 - Open Voice-enabled chat beta by September.
 - **Growth goal:** ≥ 200 paying AiVA™ subscribers by 30 September 2025.
- **Q4 2025 (October – December)**
 - **Auto-Build MVP:** Self-serve build creates a trained chatbot in ≈ 10 minutes; 30-day trial begins the moment AiVA™ is ready.
 - **Voice general availability** for all plans, users only billed for voice output.
 - **Commercial targets:** 1,200 subscribers and \$100k in newly signed Custom AI Studio projects.

- **Team:** Hire the first full-time Customer Success Manager; margin from custom projects funds 1–2 additional engineers.
- **Margin guard-rail:** Keep blended gross margin $\geq 80\%$ after Voice GA.
- **Q1 2026 (January – March)**
 - **Technology:** Lay groundwork for VoIP voice agents (beta next quarter).
 - **AutoFlow progress:** Internal target: $\geq 60\%$ code generation for new micro-services, such as VoIP.
 - **Subscriber & revenue milestone:** 3,200 subscribers; MRR approaches \$175k.
 - **Compliance:** Kick-off SOC 2 Type I audit preparation.
 - **Retention objective:** Yearly churn $\leq 10\%$ | Net Revenue Retention $\geq 120\%$.
- **Q2 2026 (April – June)**
 - **VoIP beta goes live:** letting AiVA™ handle incoming phone calls.
 - **Cost-optimisation:** pilot shifts traffic to lower-cost LLMs when possible, aiming for a $\geq 30\%$ reduction in message unit cost versus Q4 2025.
 - **Subscriber goal:** 6,100 paying subscribers by 30 June 2026.
- **Q3 – Q4 2026 (July – December)**
 - **VoIP general availability:** fully integrated into AiVA™.
 - **Scale targets:** Reach $\geq 12,500$ subscribers, near 1 Million MRR, and record 3 consecutive profitable months.
 - **Fund-raising readiness:** Prepare data-room for a \$10–15MM Series A once ARR clears \$10MM and gross margin remains above 80%.
- **North-Star Metrics for the next 18 Months:**
 - **Subscribers:** 12,500 + by EOY 2026
 - **Monthly Recurring Revenue:** \$750 k + by EOY 2026
 - **Gross Margin:** $\geq 80\%$ now $\rightarrow \geq 90\%$ once Auto-Build fully live.
 - **CAC Pay-back:** < 3 months
 - **Churn:** <10% yearly

AiVA™ Next 18 Months



AI Integrations® invites a select number of value-adding investors to join us in putting the latest AI technology in the hands of every small and medium-sized business on our mission to democratize AI.

We're seeking the remaining \$1.35 million of our \$1.5 million SAFE round to accelerate AiVA™ from a proven MVP into the go-to AI customer service platform for 15,000+ subscribers. If you want to join our mission and share our vision, capture the upside of this fast-scaling market by reaching out to:

Contact

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Founder & CEO

[AI Integrations®](#)

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